

REPLACEMENT SHEET

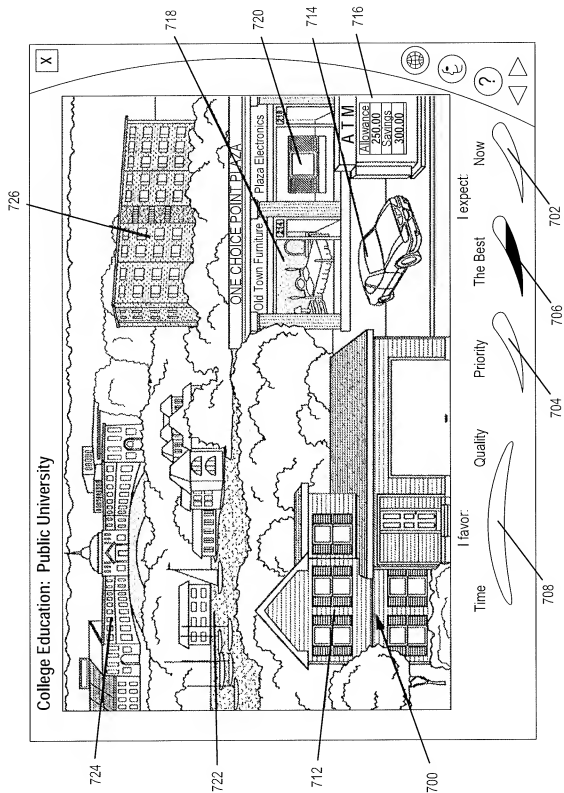


Figure 7

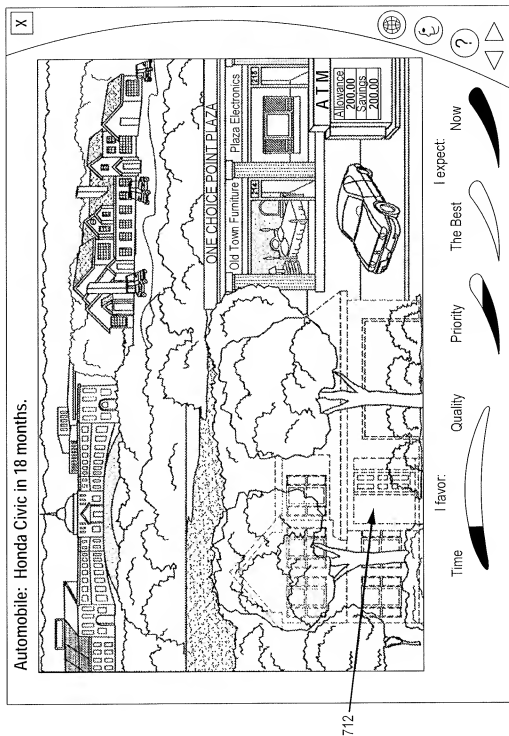


Figure 8



Figure 9

1000

Financial Assumptions

Current Salary: 70000.00 1002

Expected Rate of Increase: 5% 1004

Rate of Return on Savings: 8% 1006

Risk Tolerance: Medium 1008

Calculation Date: 1999 1010

Expected Inflation Rates: 1012

College Education:	8%
Toys:	1%
Allowance:	3%
Retirement:	6%
Savings:	3%
Furniture:	2%
Home:	8%
Automobile:	6%
Vacation:	4%

1014

Figure 10

1100

X

▲

Standard Profiles
 Executive Suburban Family
 Upscale Suburban Family
 Upscale White-Collar Couple
 Elite Super-Rich Family
 Upscale Urban Couple
 Upwardly Mobile Single
 Elite Urban Single
 Ethnically Mixed Urban Single
 College Town Single

Select the profile that most closely matches your lifestyle.

Personal Profile

Name	<div style="background-color: black; color: white; padding: 2px;">Seven Roberts</div>
Age	<div>31</div>
City of Residence	<div>Northbrook (60062)</div>
Marital Status	<div>Married</div>
Housing Status	<div>Rent</div>
Income	<div>\$70,000.00</div>
Number of Children	<div>2</div>

FIGURE 11

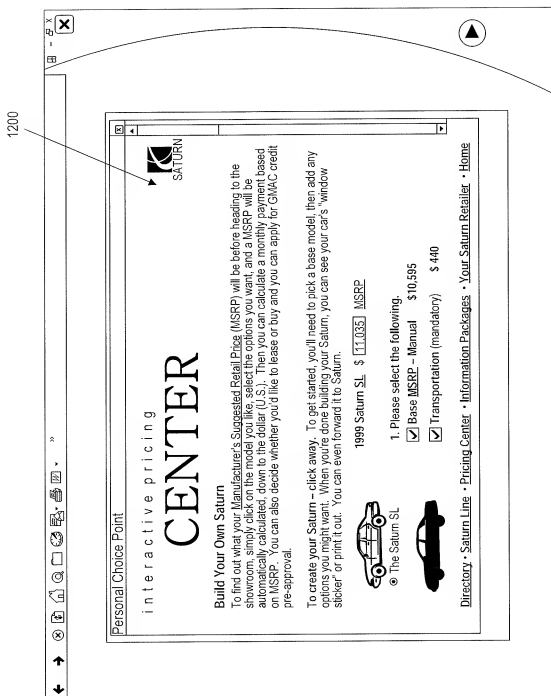


FIGURE 12

Personal Choice Point

(This MSRP does not include retailer installation charges.)

1202 ☒ Armrest \$ 99

☒ Block Heater \$ 53

☐ Convenience Net \$ 58

☒ Drivers Side Vanity Mirror \$ 9

☐ Front End Cover \$ 130

☐ Car Cover \$ 196

☐ CD Changer \$ 520

☒ Security System \$ 205

☒ Touch Up Paint \$ 4

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FIGURE 12A

Personal Choice Point

1995 SL - MANUAL	Exterior Color: none	Interior Color: none
STANDARD EQUIPMENT <ul style="list-style-type: none"> - 1.9L SOHC 8-VALVE ENGINE - 5-SPEED MANUAL TRANSMISSION - HYDRAULIC CLUTCH - SEQUENTIAL-PORT FUEL INJECT. - STAINLESS STEEL EXHAUST - MAINTENANCE-FREE BATTERY - POWER BRAKES W/FRONT DISC - INDEPEND 4-WHEEL SUSPENSION 	STANDARD VEHICLE PRICE Options installed by Manufacturer	Manufacturer's Suggested Retail Price \$15555
	Air Conditioning ABS & Traction Control Right-Side Mirror Carpeted Front and Rear Floor Mats AM/FM Cassette w/Equalizer	980 695 40 60 420

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FIGURE 12B

FIGURE 12C